

Message Text

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47

ACTION EB-07

INFO OCT-01 NEA-10 ISO-00 COME-00 TRSE-00 OPIC-03 XMB-02

AID-05 CIAE-00 INR-07 NSAE-00 DODE-00 PM-04 H-02 L-03

NSC-05 PA-01 PRS-01 SP-02 SS-15 USIA-06 OMB-01 FRB-03

/078 W

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R 281320Z OCT 75

FM AMEMBASSY KUWAIT

TO SECSTATE WASHDC 3935

INFO AMEMBASSY CAIRO

AMEMBASSY JIDDA

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E.O. 11652: N/A

TAGS: BEXP EINV KU EG

SUBJ: VISIT OF FORD MOTOR COMPANY REPS TO KUWAIT

REF: KUWAIT 3914

1. FORD MIDDLE EAST/AFRICA AREA DIRECTOR WILLIAMS AND FORD EXECUTIVE DIRECTOR FOR INTERNATIONAL AFFAIRS WAYNE FREDERICKS WERE IN TOWN OCT 25-26. MAIN PURPOSE THEIR VISIT TO KUWAIT WAS TO SEEK ADVICE ON HOW TO ASSESS AND HANDLE PROBLEM OF MEMBER OF KUWAITI RULING FAMILY (SHAIKH ABDULLA MOHAMED AL-JABIR AL-SABAH) WHO HAS CLAIMED TO FORD REPS HE CAN "SEW UP FORD DEAL IN EGYPT", KNOWS SADAT PERSONALLY, ETC., ETC. ACCORDING FREDERICKS, SHAIKH ABDULLAH, A TRUCULENT AND HARD DRINKING YOUNG MAN, HINTED UNMISTAKABLY THAT FORD SHOULD WORK THROUGH HIM "OR ELSE." SECONDARY PURPOSE OF VISIT WAS TO CONTACT FORMER KUWAITI FORD AGENTS.

2. I TOLD FORD REPS NEITHER I NOR ANY OTHER EMBASSY OFFICER HAD EVER HEARD OF THE MAN. WE SERIOUSLY DOUBTED HE HAD CLOUT IN CAIRO AND HE CERTAINLY HAD LITTLE IN KUWAIT. I CAUTIONED FORD REPS, HOWEVER, NOT TAKE SHAIKH ABDULLAH HEAD-ON BUT PROCEED
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FIRST TO REVIVE CONTACTS WITH FORMER FORD AGENTS IN KUWAIT (TOP

QUALITY BUSINESS FAMILY NAMED SHAYYA) AND LET THEM WIELD SCIMITAR AT RIGHT TIME AND IN THEIR OWN WAY. FREDERICKS SAID THIS SEEMED LIKE SOUND ADVICE.

3. FREDERICKS CALLED LATER TO SAY WILLIAMS AND HE HAD HAD MOST SATISFACTORY MEETINGS WITH SHAYYAS AND PRESIDENT CHAMBER OF COMMERCE ABD AL-AZIZ AL-SAQR WHO IS SHAYYAS' PARTNER AS FORD AGENT HERE. HE ADDED SHAYYAS WOULD BE COMING ON VISIT TO FORD HEADQUARTERS IN MICHIGAN TOWARD END OF THIS YEAR.

4. I MENTIONED SUBJECT TO AL-SAQR (A CENTRAL POLITICAL AS WELL AS BUSINESS FIGURE IN KUWAIT) AT FUNCTION OCT 26. AL-SAQR REPLIED SHAIKH ABDULLAH OF NO ACCOUNT AND SHOULD SIMPLY BE BRUSHED ASIDE BY FORD. I SAID I HAD SUGGESTED TO FORD REPS THAT AMPUTATION BETTER ACCOMPLISHED BY SHAYYA AND HIMSELF. AL-SAQR SMILED AND NODDED CONCURRENCE.

5. RE PROSPECTS FOR FORD RE-ENTRY INTO ARAB WORLD, AL-SAQR SAID HE THOUGHT FORD SHOULD NOT CONTINUE BE PENALIZED FOR "PAST MISTAKE." HE ALSO CITED EXISTENCE OF HILTON HOTELS IN ISRAEL AS WELL AS ARAB CITIES AS EXAMPLE INCONSISTENCY OF ARAB BOYCOTT. HE OBSERVED, HOWEVER, "IT EASIER TO GET ON BOYCOTT LIST THAN GET OFF IT." HE RECOMMENDED COMPANY CONTINUE WITH PREPARATIONS AND CAREFUL PROBINGS. "RETURN OF FORD TO OUR COUNTRIES WILL TAKE A LITTLE TIME YET," HE OPINED.

6. DEPT PLEASE PASS GIST OF PARAS 4 AND 5 TO WAYNE FREDERICKS, 1345 AVENUE OF THE AMERICAS, NEW YORK CITY; TEL (212) 265-2790.
STOLTZFUS

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